

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Panduit Corp.

SECTION I - Approval Requests:

Final Request 30-May-2003:

HQAPP:

1. 35% Price Hold for Years 4-5, Store (25%) + 10%

Justification:

1. Panduit's CEO needs predictable costs for 5-years for his board, will sign contract if we can offer price hold on licenses for years 4 and 5, we have reduced discount to store + 10% for those years.

HQAPP Requests approved on 29-May-2003, "1 and 2 are approved. For #3, if what they are looking for is what is going to happen after the price hold, we should add to the language to state plainly that after the 3 year term of the price hold, they can purchase commercially available additional licenses at fees to be determined at the time. Legal can tweak the language around this concept."

1. 69% discount (ebiz + 44%) for Ebusiness Suite
2. 3-Year price hold for products on order
3. Special language as follows: "Panduit may purchase additional licenses contained as part of this Ordering Document as long as they are commercially available."

Previous Approvals

1. 23- APR-2003: Partial EBS migration Approval- DO NOT migrate: Web Employees and Training Administration
2. 23-APR-2003: 2 Year price hold products on order (Old E-Biz Suite) at 50%
3. 23-APR-2003: Flat line Support costs for years 1-3; 4% Cap on years 4 & 5
4. May 19, 2003: 50% Discount on OLD EBS migration (Store + 25%)
5. May 29, 2003: Remove customer reference language

SECTION II – Deal Summary:

Deal Summary	
Programs	<ul style="list-style-type: none"> ▪ 410 Net New (Old) E-Biz Professional Users ▪ 335 Migrated (Old) E-Biz Professional Users ▪ 173 Migrated (Old) E-Biz Employee Users
License Discount	69% (ebiz + 44%)
Support Discount	69% (ebiz + 44 %)
Support Options/Holds	Flat years 1-3, 4% CAP years 4-5
Price Holds	3-Years products on order
List License	\$3.04M - \$1.64M Net New Licenses + \$1.4M migrated list licenses
List Support	\$670K - \$360K Net New Support + \$310K migrated list support.
Net License	\$564K - \$508K Net New Licenses + \$56K E-Biz Uplift fee
Net Support	\$255K - \$111K + 144K migrated net support
Net Total Price	\$789K
Price List Used	7-March-2003

Customer History - Existing Price Holds



Existing contractual discount (price hold)	NONE
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

- We are currently involved in competitive Order-to-Cash selection against SAP, PSFT, JDE at Panduit.
- After we conclude this transaction, Panduit has agreed to cancel their selection and move forward with Oracle License and Oracle Consulting.
- OCS has estimated phase one of this project (Order Management & Warehouse Management) at a range of \$2.4M - \$3.4M. Jeff Johnson and Bob Bryant from OCS are working with Panduit.
- Phased one is followed by two additional implementation phases: Forecast to Plan (Advanced Planning and Scheduling) and Demand to Build (Manufacturing). Each of these phases is estimated to be as large as phase one.
- Panduit is a very conservative, meticulous, slow-moving company that conducts a competitive selection for nearly every initiative undertaken. This is a great opportunity for Oracle to, once and for all, lock our competitors out of this account.
- Requesting special language to assure Panduit that they will be able to purchase E-Biz licenses beyond the term of their price hold, if they are commercially available.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Ted Stuart, ASM. Tim Mahoney, RM. Craig Tate, RM. John Boucher, AVP.

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	May 30, 2003
Opportunity I.D. (OSO Number):	1006883
Is this a ship order?	<input checked="" type="checkbox"/> Yes
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> X <input type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> X <input type="checkbox"/> No
Quote Valid Through (insert date):	May 31, 2003
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	<input type="checkbox"/> X <input type="checkbox"/> No
MIGRATIONS OR UPDATES:	<input checked="" type="checkbox"/> Yes - migration
PREMIUM SERVICES:	<input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> X <input type="checkbox"/> No
Payment Terms:	X <input type="checkbox"/> Net 30
Referenced Agreement:	X Other (Specify) SLSA-31319-25-feb-97

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Panduit Corp.
Business Address:	17301 Ridgeland Ave.
City / State / Zip:	Tinley Park, IL 60477-3091
Customer Contract Admin:	Joanne Tyree
Phone #:	708-532-1800
Fax #:	
E-mail ID:	
Billing Contact:	As above
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	As above
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	As above
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

.....

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS: Sun Sparc Solaris

PROGRAMS: 11i

.....

Applications	
Will applications be modified:	No
Will users be accessing modified Apps from the web:	No
Have all prerequisites been included:	Yes
Will users use Fast Forward RPM:	Yes
Will applications be hosted:	Yes
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Ted Stuart
Technology Sales Manager	Joe Anzell
Account Manager	
iSD Rep	Michael Harris
Education Sales Rep	Derek Munter
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	No
Requester:	Name: Michael Harris Business Telephone: 905-501-2622 Cell Phone: